# **Quarterly Securities Report**

Second Quarter of FY2018 (From July 1, 2018 To September 30, 2018)

(The English translation of the Quarterly Securities Report "Shihanki-Houkokusho")

**Mitsubishi Motors Corporation** 

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Second quarter of FY2018 (July 1, 2018 through September 30,

2018

Company name: 三菱自動車工業株式会社 (Mitsubishi Jidosha Kogyo Kabushiki

Kaisha)

Company name in

English:

MITSUBISHI MOTORS CORPORATION

Title and name of representative:

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Place for public inspectior Tokyo Stock Exchange, Inc.

2-1, Nihonbashi Kabutocho, Chuo-ku, Tokyo, Japan

# A. Company Information

# I. Overview of the Company

## 1. Summary of business results

				1
Fiscal year		FY2017 For the six months ended September 30, 2017	FY2018 For the six months ended September 30, 2018	FY2017
Period		From April 1, 2017 to September 30, 2017	From April 1, 2018 to September 30, 2018	From April 1, 2017 to March 31, 2018
Net sales	Millions of yen	947,678	1,169,328	2,192,389
Ordinary profit (loss)	Millions of yen	60,561	68,342	110,127
Profit (loss) attributable to owners of parent	Millions of yen	48,386	51,857	107,619
Comprehensive income Millions of yen		55,130	57,426	110,713
Net assets	Millions of yen	751,646	822,811	796,562
Total assets	Millions of yen	1,528,710	1,842,324	1,646,240
Basic earnings (loss) per share	Yen	32.47	34.83	72.23
Diluted earnings per share	Yen	32.47	34.80	72.20
Equity-to-asset ratio	%	48.06	44.21	47.44
Net cash provided by (used in) operating activities	Millions of yen	1,589	29,209	119,624
Net cash provided by (used in) investing activities	Millions of yen	(38,405)	(63,659)	(97,093)
Net cash provided by (used in) financing activities	Millions of yen	(9,402)	(76,430)	(23,161)
Cash and cash equivalents at end of period	Millions of yen	522,022	457,650	559,036

Fiscal year		FY2017 Second quarter ended September 30, 2017	FY2018 Second quarter ended September 30, 2018
Period		From July 1, 2017 to September 30, 2017	From July 1, 2018 to September 30, 2018
Basic earnings (loss) per share	Yen	17.05	15.91

(Notes) 1. Mitsubishi Motors Corporation ("MMC") prepares quarterly consolidated financial statements. Therefore, summary of business results of reporting company is not noted.

<sup>2.</sup> Net sales do not include consumption taxes.

<sup>3.</sup> The MMC Group has applied the "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No. 28, February 16, 2018) and relevant Guidances effective from the beginning of the first quarter ended June 30, 2018. Summary of business results relating to the six months ended September 30, 2017, the second quarter ended September 30, 2017 and the fiscal year ended March 31, 2018 also reflects the retrospective application of these accounting standards.

# 2. Description of business

In the six months ended September 30, 2018, there were no material changes in the business of the MMC Group.

MMC Diamond Finance Corp., which provided sales financing services for MMC's products in Japan, was converted to a consolidated subsidiary from an equity-method affiliate on April 2, 2018. As a result of a review of the segmentation method after the conversion to a consolidated subsidiary of MMC Diamond Finance Corp., the previous single reportable segment "automobile business" was changed to two segments, "automobile business" and "financial service business."

#### II. Overview of Business

#### 1. Business-related risks

During the six months ended September 30, 2018, additional materials in the business-related risks described in the annual securities report for the previous fiscal year are as follows. (underlined part : addition)

Therefore, the item number corresponds with business-related risks described in the annual securities report for the previous fiscal year.

#### (1) Impact of the economic and social situation in Japan and overseas

Overseas sales accounted for around 80% of the MMC Group's consolidated net sales for the previous fiscal year. Changes in the economic and social situation in Japan or in the regions and countries the MMC Group trades with, and in particular the countries of the ASEAN region and other emerging nations that will be central to the MMC Group's regional strategy, may seriously impact the MMC Group's operating results and/or financial position. In addition, conducting business operations in overseas markets exposes the MMC Group to latent risks including, but not limited to, changes in laws and taxes (including tariffs), changes in the political and economic situation, deficiencies in infrastructure, difficulties in acquiring skilled personnel, acts of terrorism and other emergencies and the outbreak of epidemics. In the event risks such as these starts to manifest themselves, they may seriously impact the operating results and/or financial position of the MMC Group.

#### 2. Management analysis of financial position, operating results and cash flows

The MMC Group has applied the "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No. 28, February 16, 2018) and relevant Guidances effective from the beginning of the first quarter ended June 30, 2018. In the financial position, the figures for year-on-year comparisons and analysis reflect the retrospective application of these accounting standards for the fiscal year ended March 31, 2018.

#### (1) Financial position and operating results

## (i) Operating results

In the fiscal year ending March 31, 2019, the second year of the DRIVE FOR GROWTH mid-term business plan, we achieved steady growth in line with the plan in terms of both scale and profit, with global sales volume reaching 594,000 units during the six months ended September 30, 2018, up 19% year on year.

#### i) Net sales

Net sales for the six months ended September 30, 2018 was 1,169.3 billion yen (an increase of 221.6 billion yen, or up 23% year on year), backed by strong global sales described above.

### ii) Operating profit

Operating profit was 56.9 billion yen (an increase of 12.7 billion yen, or up 29% year on year).

#### iii) Ordinary profit and profit attributable to owners of parent

Ordinary profit was 68.3 billion yen (an increase of 7.7 billion yen year on year). Profit attributable to owners of parent was 51.9 billion yen (an increase of 3.5 billion yen year on year).

The status of operations in each major region is as follows:

In the ASEAN region, which is one of the core markets under the current mid-term business plan, sales increased with a major contribution from continued very strong performance of the XPANDER next-generation crossover MPV, which was launched in Indonesia in October 2017, and the start of exports to other ASEAN countries such as Thailand and Vietnam in Spring of 2018. With the additional brisk sales of TRITON pickup trucks, mainly in Thailand, sales in the ASEAN region increased by 36% year on year to 152,000 units.

In China and other areas, favorable sales of the locally produced OUTLANDER continued, rising by 19% year on year to 82,000 units. Moreover, on Tuesday, November 6, the MMC Group started local production of the compact SUV, ECLIPSE CROSS. Sales are expected to commence in late November.

In Europe, the MMC Group saw strong performances from the ECLIPSE CROSS in Western Europe and other areas and the locally produced OUTLANDER in Russia and other areas, with sales rising by 29% year on year to 112,000 units.

# (ii) Operating results by segment

For the first quarter ended June 30, 2018, as a result of a review of the segmentation method after the conversion to a consolidated subsidiary of MMC Diamond Finance Corp., which operates a financial service business, the previous single reportable segment "automobile business" was changed to two segments, "automobile business" and "financial service business."

The operating results were as follows:

#### i) Automobile business

Net sales for the six months ended September 30, 2018 was 1,159.7 billion yen, and operating profit was 55.6 billion yen.

#### ii) Financial service business

Net sales for the six months ended September 30, 2018 was 11.6 billion yen, and operating profit was 1.8 billion yen.

## (iii) Financial position

Total assets as of September 30, 2018 amounted to 1,842.3 billion yen (up 196.1 billion yen from the end of the previous fiscal year). Cash and deposits amounted to 458.6 billion yen (down 113.3 billion yen from the end of the previous fiscal year). Total liabilities amounted to 1,019.5 billion yen (up 169.9 billion yen from the end of the previous fiscal year). Of total liabilities, the interest bearing debt balance was 212.8 billion yen (up 186.2 billion yen from the end of the previous fiscal year). Net assets as of September 30, 2018 amounted to 822.8 billion yen (up 26.2 billion yen from the end of the previous fiscal year).

#### (2) Cash flow

In cash flows for the six months ended September 30, 2018, operating activities provided 29.2 billion yen, investing activities used 63.7 billion yen, and financing activities used 76.4 billion yen. Moreover, effect of exchange rate change on cash and cash equivalents increased cash and cash equivalents by 9.4 billion yen. As a result, cash and cash equivalents as of September 30, 2018 stood at 457.7 billion yen, down 101.3 billion yen from the end of the previous fiscal year.

### Cash flows from operating activities

Net cash provided by operating activities was 29.2 billion yen, an increase of 27.6 billion yen from 1.6 billion yen provided during the same period of the previous fiscal year. This was primarily due to further decrease in notes and accounts receivable - trade, reduction of increase in inventories, decrease in payment for loss on fuel consumption test, and other operating activities.

#### Cash flows from investing activities

Net cash used in investing activities was 63.7 billion yen, an increase of 25.3 billion yen from 38.4 billion yen used during the same period of the previous fiscal year. This was primarily due to an increase in the amount of capital expenditure.

## Cash flows from financing activities

Net cash used in financing activities was 76.4 billion yen, an increase of 67.0 billion yen from 9.4 billion yen used during the same period of the previous fiscal year. This was primarily due to cash dividends paid and repayments of loans payable.

## (3) Management policy, issues to be addressed, and others

There were no material changes in the MMC Group's management policy and strategy, and issues to be addressed during the six months ended September 30, 2018.

## (4) Research and development activities

Research and development expenses (automobile business) by the MMC Group for the six months ended September 30, 2018 totaled 56.0 billion yen.

There were no material changes in the conditions of the MMC Group's research and development activities during the six months ended September 30, 2018.

## (5) Production, orders and sales

### (i) Production

Production for the six months ended September 30, 2018 is as follows:

	For the six months ended September 30, 2018 Quantity (units)	vs. for the six months ended September 30, 2017 (%)	
Japan	316,402	122.8	
Overseas	358,816	117.2	
Total	675,218	119.8	

## (ii) Sales

Sales results for the six months ended September 30, 2018 are as follows:

		nonths ended er 30, 2018		
	Quantity (units) Amount (millions of yen)		Quantity	Amount
Japan	114,947	193,242	110.6	120.5
Overseas	578,727	976,086	129.5	124.0
Total	693,674	1,169,328	125.9	123.4

<sup>(</sup>Notes) 1. Above stated amounts are shown as wholesales volume, by region, of finished cars and KD packages sold to external customers of MMC and consolidated subsidiaries.

## 3. Critical contracts for operation

No critical contracts for operation were decided or entered into during the second quarter ended September 30, 2018.

<sup>2.</sup> Above stated amounts do not include consumption taxes.

# III. Information about Reporting Company

- 1. Information about shares, etc.
  - (1) Total number of shares, etc.
    - (i) Total number of shares

Class	Total number of issuable shares (Shares)		
Common stock	1,575,000,000		
Total	1,575,000,000		

# (ii) Issued shares

Class	Number of issued shares (As of September 30, 2018) (Shares)	Number of issued shares (As of the filing date: November 9, 2018) (Shares)	Name of stock listing or the name of authorized financial instruments firms association	Description
Common stock	Common stock 1,490,282,496 1,490,282,49		Tokyo Stock Exchange (First Section)	Number of shares for share unit: 100 shares
Total	1,490,282,496	1,490,282,496	-	-

# (2) Share acquisition rights

(i) Details of stock option program

Share acquisition rights issued during the six months ended September 30, 2018, are as follows.

Resolution date	May 9, 2018
Number of share acquisition rights *	9,800
Category and number of participant	Two Members of the Board (excluding Outside Directors)
Type of shares to be issued upon exercise of share acquisition rights *	Common stock
Number of shares to be issued upon the exercise of one share acquisition right *	80 shares (Note) 1
Total number of shares to be issued upon exercise of share acquisition rights *	786,534 shares (Note) 1
Amount of contribution (issue price) per share acquisition right *	JPY 1 per share
Fair value for one share acquisition right	JPY 513.34 (Note) 1
Exercise period *	The exercise period will commence on the earliest of the following dates and end on April 30, 2071.  i) May 1, 2021  ii) If a shareholders' meeting of MMC (or, where no shareholder approval is required, the Board of Directors of MMC) approves a merger agreement that provides that MMC shall cease to exist, or a share exchange agreement for a statutory share exchange (kabushiki koukan) agreement or a plan for a statutory sharetransfer (kabushiki iten) that will result in MMC becoming a wholly-owned subsidiary, the date of such approval.  iii) If a shareholders' meeting of MMC (or, where no shareholder approval is required, the Board of Directors of MMC) approves a transfer of all or substantially all of MMC's business, or a spin-off agreement or spin-off plan (kaisha bunkatsu) that results in all or substantially all of MMC's business being assumed by a successor company, the date of such approval.
Share issue price and additional paid-in capital per share in the event of issuance of shares upon exercise of share acquisition rights *	Issue price: JPY 514.34 (Note) 2 Additional paid-in capital per share shall be the amount obtained by multiplying the maximum limit of capital increase (as calculated in accordance with the provisions of Article 17, paragraph 1 of the Regulation on Accounting of Companies) by 0.5, and any fraction of less than JPY 1 arising as a result of such calculation shall be rounded up to the nearest yen.
Conditions to exercise of share acquisition rights *	(Note) 3
Matters concerning transfer of share acquisition rights *	MMC and each of the grantees will enter into a share acquisition right grant agreement. Under such agreement, the grantees will be prohibited from transferring any Share Acquisition Rights to a third party.
Matters concerning treatment of the replacement share acquisition rights in a corporate reorganization by the successor *	(Note) 4

<sup>\*</sup> These details are based on the date of issuance (July 13,2018).

(Notes) 1. Number of shares to be issued upon the exercise of one share acquisition right, the number of shares to be issued upon exercise of share acquisition rights, and fair value for one share acquisition right Number of shares to be issued upon exercise of one Share Acquisition Right (the "Number of Issued Shares") shall be calculated by dividing JPY 41,200 (the "Issue Price") by the fair value of a Share Acquisition Right for one share. If a grantee simultaneously exercises his/her multiple share acquisition rights, the Number of Issued Shares shall be calculated by (i) multiplying the Issue Price by number of the Share Acquisition Rights that are exercised and (ii) dividing the multiplied number by the fair value of a Share Acquisition Right for one share.

The fair value of a Share Acquisition Right for one share shall be calculated on the grant date by using the following Black-Scholes formula:

$$C = Se^{-\lambda t} N(d_1) - e^{-rt} XN(d_2)$$

Where:

$$d_1 = \frac{\ln\left(\frac{S}{X}\right) + \left(r - \lambda + \frac{\sigma^2}{2}\right)t}{\sigma\sqrt{t}}, d_2 = d_1 - \sigma\sqrt{t}$$

- (i) Option price per share: (C)
- (ii) Share price (S): Closing price of the regular trading of the shares of common stock ( $futs\bar{u}$  kabushiki) of MMC on the Tokyo Stock Exchange on the day on which share acquisition rights are granted (if there is no such closing price, the base price of the immediately following trading day)
- (iii) Exercise price: (X): one (1) yen
- (iv) Expected time to maturity: (t): 28 years
- (v) Volatility ( $\sigma$ ): Share price volatility calculated using the closing price of the regular trading of the shares of common stock ( $futs\bar{u}$  kabushiki) of MMC on each trading day during the period of twenty-eight (28) years (the 28-year period leading up to the day on which share acquisition rights are granted)
- (vi) Risk-free interest rate ( $^r$ ): Interest rate of national government bonds whose remaining years to maturity corresponds to the expected time to maturity
- (vii) Dividend yield ( $\lambda$ ): Dividend amount per share (actual dividends for the period ended March 2018)  $\div$  Share price set forth in (ii) above
- (viii) Cumulative distribution function for the standard normal distribution (  $N(\cdot)$ )

After the issuance of the share acquisition rights, if MMC conducts a stock split (including a gratis allotment of MMC's common stock. The same applies for stock splits mentioned below), or a stock consolidation, the number of shares subject to unexercised Share Acquisition Rights shall be adjusted using the formula described below, and any fractional shares arising from the adjustment shall be rounded down.

(Adjusted number of shares) = (number of shares prior to adjustment) x (ratio of the stock split/consolidation)

In addition to the above, if it becomes necessary to adjust the number of shares subject to unexercised Share Acquisition Rights, MMC may adjust it within a rational range, and any fractional shares arising from the adjustment shall be rounded down.

2. Price of shares issued in the event of the issuance of shares as a result of the exercise of share acquisition rights

The total of the fair value per share of the share acquisition right and the issue price per share (1 yen) at the time the share acquisition right is exercised

- 3. Conditions for the exercise of share acquisition rights
  - (i) The exercise of fragments of share acquisition rights that fall short of one unit shall not be possible.
  - (ii) In the event that the share acquisition rights are transferred, the recipient of the transfer shall be unable thereafter to exercise the share acquisition rights that were transferred.
  - (iii) In the event that the share acquisition right grantee dies, the heir to the grantee shall be able to inherit the share acquisition rights, and to exercise the share acquisition rights, as prescribed by the terms of the share acquisition right grant agreement concluded between the grantee and MMC. However, in the event that said heir dies, the heir of said heir shall be unable to exercise the share acquisition rights.
  - (iv) Other conditions shall be as prescribed in the share acquisition right grant agreement concluded between MMC and the grantee.

- 4. Matters concerning the granting of share acquisition rights following a corporate reorganization If MMC conducts a merger (in which MMC will cease to exist), a statutory share exchange (kabushiki koukan) or a statutory share-transfer (kabushiki iten) (in which MMC will become a wholly-owned subsidiary) or a spin-off (kaisha bunkatsu) (in which MMC will transfer its business) (each, a "Corporate Reorganization"), replacement share acquisition rights of the other party to the Corporate Reorganization (the "Replacement Share Acquisition Rights") as stipulated in Article 236, paragraph 1, item (viii) (a) through (e) of the Companies Act (the "Successor Company") shall be granted to any grantee that holds Share Acquisition Rights immediately before the effective date of the Corporate Reorganization in accordance with conditions pursuant to the issuance guidelines for share acquisition rights. In such event, the Share Acquisition Rights held by such grantee (the "Old Share Acquisition Rights") shall be terminated in exchange for the Replacement Share Acquisition Rights. However, such termination will not occur unless the relevant merger agreement, share exchange agreement, share transfer plan, spin-off agreement or spin-off plan provides that the Successor Company issues the Replacement Share Acquisition Rights in accordance with conditions pursuant to the issuance guidelines for share acquisition rights.
  - (a) Number of the Replacement Share Acquisition Rights that will be granted to a holder of the Old Share Acquisition Rights
    - The same number as the number of the Old Share Acquisition Rights held by the relevant grantee
  - (b) Type of shares to be issued upon exercise of the Replacement Share Acquisition Rights Common stock of the Successor Company
  - (c) Number of shares to be issued upon exercise of one Replacement Share Acquisition Right Such number shall be determined in accordance with total number of shares to be issued upon exercise of share acquisition rights above (Formula to calculate number of shares to be issued upon exercise of one Share Acquisition Right) taking into consideration the terms of the Corporate Reorganization.
  - (d) Amount of Contribution at exercise (exercise price)

    The amount payable to the Successor Company upon exercising a Replacement Share Acquisition Right shall be determined by multiplying (a) the exercise price for one share of the Successor Company by (b) the number of shares of the Successor Company to be issued or transferred upon the exercise of the Replacement Share Acquisition Rights as determined in accordance with (c) above. The exercise price for one share is JPY 1.
  - (e) Exercise Period
    - (a) The exercise period shall be from the later of the commencement of the exercise period described in the table ("Exercise period"), or (b) the effective date of the corporate reorganization, to the end of the exercise period described in the table ("Exercise period")
  - (f) Amount of Capital Stock and Capital Surplus to be increased by the issuance of shares upon exercise
    - the Replacement Share Acquisition Right
    - Such amounts shall be determined in accordance with Amount of Capital Stock and Capital Surplus Increased by Issuance of Shares upon Exercise of Share Acquisition Right below.
    - The amount of capital stock increased by the issuance of shares upon the exercise of a Share Acquisition Right shall be the amount obtained by multiplying the maximum limit of capital increase (as calculated in accordance with the provisions of Article 17, paragraph 1 of the Regulation on Accounting of Companies) by 0.5, and any fraction of less the one (1) yen arising as a result of such calculation shall be rounded up to the nearest one (1) yen. The amount of capital surplus increased by the issuance of shares upon the exercise of share acquisition rights shall be the amount obtained by deducting the capital stock to be increased from the maximum limit of capital increase.
  - (g) Prohibition on Transfer of Replacement Share Acquisition Rights The Successor Company and each of the grantees will enter into a share acquisition right grant agreement. Under such agreement, the grantees will be prohibited from transferring any Replacement Share Acquisition Rights to a third party.
  - (h) Conditions to exercise of the Replacement Share Acquisition Rights
    Such conditions shall be substantially equivalent to those applicable to exercise of the Old Share
    Acquisition Rights.
  - (i) Treatment of the Replacement Share Acquisition Rights in a Corporate Reorganization by the Successor
    - Such treatment will be substantially equivalent to that of the Old Share Acquisition Rights as set forth in this section.

- (ii) Other share acquisition rights
  Not applicable.
- (3) Exercises, etc. of moving strike convertible bonds, etc. Not applicable.
- (4) Changes in number of issued shares, capital stock, etc.

Date	Change in total number of issued shares (Shares)	Balance of total number of issued shares (Shares)	Change in capital stock	Balance of capital stock	Change in legal capital surplus	Balance of legal capital surplus
	(Snares)	(Snares)	(Millions of yen)	(Millions of yen)	(Millions of yen)	(Millions of yen)
From July 1, 2018 to September 30, 2018	-	1,490,282,496	ı	284,382	-	118,680

# (5) Major shareholders

(As of September 30, 2018)

		(As of Se	otember 30, 2018)
Name	Address	Number of shares held (Shares)	Percentage of total number of shares issued (excluding treasury shares) (%)
Nissan Motor Co., Ltd.	2, Takara-cho, Kanagawa-ku, Yokohama-shi, Kanagawa	506,620,577	34.03
MAI Corporation	2-3-1, Marunouchi, Chiyoda-ku, Tokyo	160,329,338	10.77
Mitsubishi Corporation	2-3-1, Marunouchi, Chiyoda-ku, Tokyo	137,682,876	9.25
Japan Trustee Services Bank, Ltd. (Trust account)	1-8-11, Harumi, Chuo-ku, Tokyo	36,862,200	2.47
The Master Trust Bank of Japan, Ltd. (Trust account)	2-11-3, Hamamatsucho, Minato-ku, Tokyo	31,756,400	2.13
Mitsubishi Heavy Industries, Ltd.	2-16-5, Konan, Minato-ku, Tokyo	21,572,455	1.44
BNYMSANV AS AGENT/CLIENTS LUX UCITS NON TREATY 1 (Standing proxy: MUFG Bank, Ltd.)	VERTIGO BUILDING - POLARIS 2-4 RUE EUGENE RUPPERT L-2453 LUXEMBOURG GRAND DUCHY OF LUXEMBOURG (2-7-1, Marunouchi, Chiyoda-ku, Tokyo, Transaction Services Division)	15,103,300	1.01
JP MORGAN CHASE BANK 385632 (Standing proxy: Mizuho Bank, Ltd., Settlement & Clearing Services Department)	25 BANK STREET, CANARY WHARF, LONDON, E14 5JP, UNITED KINGDOM (Shinagawa Intercity Tower A, 2-15-1, Konan, Minato-ku, Tokyo)	15,028,450	1.00
MUFG Bank, Ltd.	2-7-1, Marunouchi, Chiyoda-ku, Tokyo	14,877,512	0.99
Japan Trustee Services Bank, Ltd. (Trust account 5)	1-8-11, Harumi, Chuo-ku, Tokyo	14,428,700	0.96
Total		954,261,808	64.11

# (6) Voting rights

# (i) Issued shares

(As of September 30, 2018)

Classification	Number of shares (Shares)	Number of voting rights (Units)	Description
Shares without voting rights	-	-	-
Shares with restricted voting rights (Treasury shares, etc.)	-	-	-
Shares with restricted voting rights (Other)	ricted voting		-
Shares with complete voting rights (Treasury shares, etc.)	Common stock 1,969,800	-	Number of shares for share unit: 100 shares
Shares with complete voting rights (Other)	Common stock (Note) 1 1,488,221,700	14,882,217	Same as above
Shares less than one unit	Common stock (Note) 2 90,996	-	Same as above
Total number of issued shares	1,490,282,496	-	-
Total number of voting rights	-	14,882,217	-

- (Notes) 1. The number of "Shares with complete voting rights (Other)" includes 6,400 shares (64 units of voting rights) in the name of Japan Securities Depository Center, Incorporated.
  - 2. The number of "Shares less than one unit" includes 1 treasury share held by MMC.

# (ii) Treasury shares, etc.

(As of September 30, 2018)

Name of shareholders	Address of shareholders	Number of shares held under own name (Shares)	Number of shares held under the name of others (Shares)	Total number of shares held (Shares)	Percentage of total number of issued shares (%)
Mitsubishi Motors Corporation	5-33-8, Shiba, Minato-ku, Tokyo	1,969,400	-	1,969,400	0.13
Nagano Mitsubishi Motor Sales Co., Ltd.	865-1, Aza- Imuraminamioki, Higashiwada, Nagano-shi, Nagano	400	-	400	0.00
Total	_	1,969,800	_	1,969,800	0.13

# 2. Status of officers

After filing of the previous fiscal year's Annual Securities Report, there were no personnel changes of officers during the six months ended September 30, 2018.

# (Note) Changes in executive officers are as follows:

# Retired officers

Occupation	Name	Date of change	
Executive Officer	Takahide Tsujitani	August 31, 2018	
(Alliance Procurement)	rakariide isujitarii	August 31, 2016	
Senior Executive Officer			
Corporate General Manager, Strategic	Yoichi Yokozawa	September 14, 2018	
Management Div.			

# Changes in titles and occupation of officers

New title	New occupation	Former title	Former occupation	Name	Date of change
Senior Vice President	(Corporate Strategy) Corporate General Manager, Strategic Management Div.	Senior Vice President	(Corporate Strategy)	Noboru Tsuji	September 15, 2018

#### IV. Financial Information

1. Basis of preparation of the quarterly consolidated financial statements

The quarterly consolidated financial statements of MMC are prepared in accordance with the "Ordinance on Terminology, Forms, and Preparation Methods of Quarterly Consolidated Financial Statements" (Cabinet Office Ordinance No. 64 of 2007).

# 2. Independent audit

The quarterly consolidated financial statements for the second quarter ended September 30, 2018 (from July 1, 2018 to September 30, 2018) and six months ended September 30, 2018 (from April 1, 2018 to September 30, 2018) were reviewed by Ernst & Young ShinNihon LLC, in accordance with Article 193-2, paragraph 1 of the Financial Instruments and Exchange Act.

# 1. Quarterly consolidated financial statements

(1) Quarterly consolidated balance sheet

Total assets

(Millions of yen) As of March 31, 2018 As of September 30, 2018 Assets Current assets Cash and deposits 571,911 458,556 Notes and accounts receivable - trade 133,327 176,020 Finance receivables 266,395 Merchandise and finished goods 143,332 176,338 21,901 Work in process 24,554 Raw materials and supplies 38,551 41,431 Other 96,348 116,014 Allowance for doubtful accounts (1,229)(1,263)Total current assets 1,046,837 1,215,355 Non-current assets Property, plant and equipment 89,884 Buildings and structures, net 89,314 Machinery, equipment and vehicles, net 113,266 123,472 Tools, furniture and fixtures, net 49,205 46,237 Land 94,565 114,361 Construction in progress 33,698 35,084 Total property, plant and equipment 377,082 412,008 Intangible assets 29,022 33,605 Investments and other assets Investment securities 97,699 89,276 Other 101,520 98,515 Allowance for doubtful accounts (5,921)(6,437)193,298 Total investments and other assets 181,355 Total non-current assets 599,402 626,968

1,646,240

1,842,324

As of March 31, 2018	As of September 30, 2018
A3 01 1 Idi C11 31, 2010	A3 01 3CDtC111bC1 30, 2010

Liabilities		
Current liabilities		
Notes and accounts payable - trade	426,312	392,327
Electronically recorded obligations -	420,312	392,327
operating	22,897	34,506
Short-term loans payable	10,589	16,607
Commercial papers	10,369	50,000
Current portion of long-term loans	_	30,000
payable	15,893	65,244
Accounts payable - other and accrued		
expenses	165,963	141,626
Income taxes payable	11,272	4,288
Provision for product warranties	46,733	49,530
Provision for loss on fuel consumption		
test	15,478	11,250
Other	30,400	73,426
Total current liabilities	745,541	838,808
Non-current liabilities	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
Long-term loans payable	90	80,945
Net defined benefit liability	42,596	45,386
Other	61,449	54,372
Total non-current liabilities	104,135	180,704
Total liabilities	849,677	1,019,513
Net assets	,	, ,
Shareholders' equity		
Capital stock	284,382	284,382
Capital surplus	203,938	200,072
Retained earnings	363,382	397,953
Treasury shares	(220)	(1,728)
Total shareholders' equity	851,482	880,679
Accumulated other comprehensive income		
Valuation difference on available-for-sale	7.150	C E13
securities	7,158	6,512
Deferred gains or losses on hedges	526	730
Foreign currency translation adjustment	(59,966)	(55,220)
Remeasurements of defined benefit plans	(18,232)	(18,246)
Total accumulated other comprehensive income	(70,514)	(66,222)
income	(70,514)	(66,222)
income Share acquisition rights	106	213
income	·	

(2) Quarterly consolidated statement of income and consolidated statement of comprehensive income

Quarterly consolidated statement of income

-		(Millions of ye
	FY2017	FY2018
	Six months ended	Six months ended
	September 30, 2017	September 30, 2018
	(from April 1, 2017	(from April 1, 2018
	to September 30, 2017)	to September 30, 2018
Net sales	947,678	1,169,328
Cost of sales	742,029	949,732
Gross profit	205,648	219,595
Selling, general and administrative expenses		
Advertising and promotion expenses	47,086	35,251
Freightage expenses	16,111	24,673
Provision of allowance for doubtful accounts	2	246
Directors' compensations, salaries and	7E 402	Z7 /Z1
allowances	35,492	37,431
Retirement benefit expenses	1,719	1,939
Depreciation	6,201	6,546
Research and development expenses	22,222	28,940
Other	32,597	27,700
Total selling, general and administrative		·
expenses	161,432	162,731
Dperating profit (loss)	44,215	56,864
Non-operating income		<u>.</u>
Interest income	1,606	2,199
Dividend income	2,080	1,589
Share of profit of entities accounted for		
using equity method	9,759	10,893
Foreign exchange gains	5,576	1,673
Other	286	949
Total non-operating income	19,309	17,305
Non-operating expenses	17,507	11,505
Interest expenses	1 605	1 010
•	1,685	1,910
Other	1,277	3,916
Total non-operating expenses	2,963	5,827
Ordinary profit (loss)	60,561	68,342
Extraordinary income		
Gain on sales of non-current assets	119	597
Gain on sales of investment securities	307	-
Gain on step acquisitions	-	1,081
Other _	52	191
Total extraordinary income	479	1,871
Extraordinary losses		·
Loss on retirement of non-current assets	896	870
Impairment loss	950	348
Loss on disaster		1,678
Other	117	262
Total extraordinary losses	1,964	3,159
Profit (loss) before income taxes	59,075	67,054
ncome taxes	11,663	14,622
ncome taxes for prior periods		(764)
Profit (loss)	47,412	53,195
Profit (loss) attributable to non-controlling interests	(974)	1,337
Profit (loss) attributable to owners of parent	48,386	51,857

# Quarterly consolidated statement of comprehensive income

Qualitary consolidated statement of cor	riprenensive income	
		(Millions of yen)
	FY2017	FY2018
	Six months ended	Six months ended
	September 30, 2017	September 30, 2018
	(from April 1, 2017	(from April 1, 2018
- 4.0	to September 30, 2017)	to September 30, 2018)
Profit (loss)	47,412	53,195
Other comprehensive income		
Valuation difference on available-for-sale	(373)	(645)
securities	(513)	(0-3)
Deferred gains or losses on hedges	(14)	37
Foreign currency translation adjustment	7,767	7,345
Remeasurements of defined benefit plans,	647	2
net of tax	047	2
Share of other comprehensive income of	(309)	/2 F10)
entities accounted for using equity method	(309)	(2,510)
Total other comprehensive income	7,717	4,230
Comprehensive income	55,130	57,426
Comprehensive income attributable to		
Comprehensive income attributable to	F.C. 701	F/ 1/0
owners of parent	56,301	56,149
Comprehensive income attributable to non-	(1 171)	1 274
controlling interests	(1,171)	1,276

		(Millions of yer
	FY2017	FY2018
	Six months ended September 30, 2017 (from April 1, 2017 to September 30, 2017)	Six months ended September 30, 2018 (from April 1, 2018 to September 30, 2018)
Cash flows from operating activities		
Profit (loss) before income taxes	59,075	67,054
Depreciation	23,581	28,904
Impairment loss	950	348
Increase (decrease) in allowance for doubtful accounts	(92)	(121)
Increase (decrease) in net defined benefit liability	1,990	2,196
Interest and dividend income	(3,686)	(3,788)
Interest expenses	1,685	1,910
Foreign exchange losses (gains)	(93)	(1,915)
Share of loss (profit) of entities accounted for using equity method	(9,759)	(10,893)
Loss (gain) on sales and retirement of non- current assets	842	300
Decrease (increase) in notes and accounts receivable - trade	21,142	45,217
Decrease (increase) in inventories	(41,887)	(32,448)
Decrease (increase) in finance receivables	_	(1,299)
Decrease (increase) in finance receivables Increase (decrease) in notes and accounts payable - trade	(7,286)	(26,877)
Other, net	(16,543)	(21,412)
Subtotal	29,918	47,175
Interest and dividend income received	6,279	7,679
Interest expenses paid	(1,677)	(1,910)
Payments related to fuel consumption test	(13,942)	(657)
Income taxes paid	(18,988)	(23,076)
Net cash provided by (used in) operating activities	1,589	29,209
- Cash flows from investing activities		
Decrease (increase) in time deposits	(84)	12,015
Purchase of property, plant and equipment	(30,837)	(64,718)
Proceeds from sales of property, plant and equipment	1,286	2,585
Payments of long-term loans receivable	(1,129)	(293)
Collection of long-term loans receivable	345	438
Purchase of shares of subsidiaries resulting in change in scope of consolidation	-	(6,668)
Other, net	(7,986)	(7,018)
Net cash provided by (used in) investing activities	(38,405)	(63,659)

FY2017 Six months ended September 30, 2017 (from April 1, 2017 to September 30, 2017) (from April 1, 2017 to September 30, 2017)  Cash flows from financing activities Increase (decrease) in short-term loans payable Proceeds from long-term loans payable Repayments of long-term loans payable Dividends paid to non-controlling interests Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation Other, net Net cash provided by (used in) financing activities  Effect of exchange rate change on cash and cash equivalents Ret increase (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of period Increase in cash and cash equivalents from newly consolidated subsidiary Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries  East and cash equivalents at end of period  FY2017 Six months ended September 30, 2017 (from April 1, 2018 to September 30, 2018)  (Repayments from April 1, 2018 to September 30, 2018 (from April 1, 2018 to September 30, 2018)  (Repayments from April 1, 2018 to September 30, 2018)  (Repayments from April 1, 2018 to September 30, 2018 (from April 1, 2018 to September 30, 2018)  (Repayments from April 1, 2018 to September 30, 2018 (From April 1			(Millions of yen)
Increase (decrease) in short-term loans payable Proceeds from long-term loans payable Proceeds from long-term loans payable Repayments of long-term loans long-ter		Six months ended September 30, 2017 (from April 1, 2017	Six months ended September 30, 2018 (from April 1, 2018
payable Proceeds from long-term loans payable Proceeds from long-term loans payable Proceeds from long-term loans payable Repayments of long-term loans payable (176) Repayments of long-term loans payable (176) (35,732) Cash dividends paid (7,505) (14,879) Dividends paid to non-controlling interests (1,833) (14,190) Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation Other, net (360) (1,814) Net cash provided by (used in) financing activities  Effect of exchange rate change on cash and cash equivalents Net increase (decrease) in cash and cash equivalents  Net increase (decrease) in cash and cash equivalents  Cash and cash equivalents at beginning of period Increase in cash and cash equivalents from newly consolidated subsidiary Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries  - 111	Cash flows from financing activities		
Repayments of long-term loans payable Cash dividends paid (7,505) (14,879) Dividends paid to non-controlling interests (1,833) (14,190) Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation Other, net (360) (1,814)  Net cash provided by (used in) financing activities  Effect of exchange rate change on cash and cash equivalents  Net increase (decrease) in cash and cash equivalents  Cash and cash equivalents at beginning of period Increase in cash and cash equivalents from newly consolidated subsidiary Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries  (176) (14,879) (14,190) (77,197) (		(787)	(25,115)
Cash dividends paid (7,505) (14,879)  Dividends paid to non-controlling interests (1,833) (14,190)  Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation  Other, net (360) (1,814)  Net cash provided by (used in) financing activities  Effect of exchange rate change on cash and cash equivalents  Net increase (decrease) in cash and cash equivalents at beginning of period  Increase in cash and cash equivalents from newly consolidated subsidiary  Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries  (7,505) (14,879)  (14,190)  (7,197)  (7,197)  (360) (1,814)  (9,402) (76,430)  (101,491)  (40,810) (101,497)  (555,906) (559,036)  (559,036)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)	Proceeds from long-term loans payable	1,259	22,500
Dividends paid to non-controlling interests Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation Other, net  Net cash provided by (used in) financing activities  Effect of exchange rate change on cash and cash equivalents Net increase (decrease) in cash and cash equivalents  Cash and cash equivalents at beginning of period Increase in cash and cash equivalents from newly consolidated subsidiary Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries  (1,833) (14,190) (7,197) (7,197) (7,197) (7,197) (7,197) (1,814) (9,402) (76,430) (76,4	Repayments of long-term loans payable	(176)	(35,732)
Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation  Other, net (360) (1,814)  Net cash provided by (used in) financing activities (9,402) (76,430)  Effect of exchange rate change on cash and cash equivalents  Net increase (decrease) in cash and cash equivalents  Cash and cash equivalents at beginning of period lncrease in cash and cash equivalents from newly consolidated subsidiary lncrease in cash and cash equivalents resulting from merger with unconsolidated subsidiaries	•	(7,505)	(14,879)
interests in subsidiaries that do not result in change in scope of consolidation  Other, net  Net cash provided by (used in) financing activities  Effect of exchange rate change on cash and cash equivalents  Net increase (decrease) in cash and cash equivalents at beginning of period  Increase in cash and cash equivalents from newly consolidated subsidiary  Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries  - (7,197)  (360)  (1,814)  (9,402)  (76,430)  (76,430)  5,408  9,381  (40,810)  (101,497)  555,906  559,036  - 111		(1,833)	(14,190)
Net cash provided by (used in) financing activities  Effect of exchange rate change on cash and cash equivalents  Net increase (decrease) in cash and cash equivalents  Cash and cash equivalents at beginning of period  Increase in cash and cash equivalents from newly consolidated subsidiary  Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries  (9,402)  (76,430)  (76,430)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)  (101,497)	interests in subsidiaries that do not result in	-	(7,197)
activities (9,402) (76,430)  Effect of exchange rate change on cash and cash equivalents  Net increase (decrease) in cash and cash equivalents  Cash and cash equivalents at beginning of period  Increase in cash and cash equivalents from newly consolidated subsidiary  Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries  (9,402) (76,430)  (40,810)  (101,497)  (555,906)  559,036  6,927  -  111	Other, net	(360)	(1,814)
cash equivalents  Net increase (decrease) in cash and cash equivalents  Cash and cash equivalents at beginning of period  Increase in cash and cash equivalents from newly consolidated subsidiary  Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries  5,408  9,381  (40,810)  (101,497)  555,906  559,036  6,927  -  111		(9,402)	(76,430)
equivalents  Cash and cash equivalents at beginning of period  Increase in cash and cash equivalents from newly consolidated subsidiary  Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries  (40,810)  (101,497)  555,906  559,036  6,927  -  111		5,408	9,381
period Increase in cash and cash equivalents from newly consolidated subsidiary Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries  555,906 559,036 6,927 - 111		(40,810)	(101,497)
newly consolidated subsidiary  Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries  6,927  111		555,906	559,036
from merger with unconsolidated subsidiaries	•	6,927	-
Cash and cash equivalents at end of period (*) 522,022 (*) 457,650		-	111
	Cash and cash equivalents at end of period	(*) 522,022	(*) 457,650

#### Notes

Change in the scope of consolidation or application of equity method

MMC Diamond Finance Corp., which was an equity-method affiliate up to the previous fiscal year, has been included in the scope of consolidation due to the acquisition of additional shares in the first quarter ended June 30, 2018.

Application of specific accounting treatment for preparing the quarterly consolidated financial statements

### Tax expense calculation

Tax expenses are calculated first by reasonably estimating the effective tax rate after applying tax effect accounting against profit (loss) before income taxes for the fiscal year including the second quarter ended September 30, 2018, and next by multiplying the quarterly profit (loss) before income taxes by such estimated effective tax rate. In case where the estimated effective tax rate is unavailable, statutory effective tax rate is used.

#### Changes in accounting policies

Overseas consolidated subsidiaries:

#### (1) IFRS 9 "Financial Instruments"

IFRS 9 "Financial Instruments" has been applied from the first quarter ended June 30, 2018, excluding subsidiaries in North America.

Due to this application, classifications and measurement methods for financial instruments have been revised and for financial assets, impairments have been recognized under the expected credit loss model. For its choice on what method to use for the transition approach in the application of these standards, the MMC Group chose to recognize the amount of the cumulative effect arising from the application of these standards on the starting date of the application of these standards, and the amount of the cumulative effect has been added to or subtracted from the retained earnings at the beginning of the first quarter ended June 30, 2018.

The effect of this change in accounting policy on the quarterly consolidated financial statements for the six months ended September 30, 2018 is immaterial.

#### (2) IFRS 15 and ASC 606 "Revenue from Contracts with Customers"

IFRS 15 and ASC 606 "Revenue from Contracts with Customers" have been applied from the first quarter ended June 30, 2018.

In line with this adoption, revenue is recognized upon the transfer of promised goods or services to customers in an amount that reflects the consideration to which they expect to be entitled in exchange for those goods or services. For its choice on what method to use for the transition approach in the application of these standards, the MMC Group chose to recognize the amount of the cumulative effect arising from the application of these standards on the starting date of the application of these standards, and the amount of the cumulative effect has been added to or subtracted from the retained earnings at the beginning of the first quarter ended June 30, 2018.

As a result, the balance of retained earnings at the beginning of the six months ended September 30, 2018 decreased by 2,386 million yen, and the effect of this change in accounting policy on consolidated profit and loss in the six months ended September 30, 2018 is immaterial.

Previously, for a part of payments to customers, the respective amounts were recorded as selling, general and administrative expenses. However, from the first quarter ended June 30, 2018, these amounts are deducted from net sales. As a result, on the quarterly consolidated statement of income, net sales and selling, general and administrative expenses for the six months ended September 30, 2018 decreased by 23,507 million yen respectively, compared with the amounts which were calculated in line with application of prior accounting standards.

#### Additional information

The MMC Group has applied the "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No. 28, February 16, 2018) and relevant Guidances effective from the beginning of the first quarter ended June 30, 2018. Accordingly, deferred tax assets were presented under "investments and other assets" and deferred tax liabilities were presented under "non-current liabilities."

# Quarterly consolidated balance sheet

# Guarantee obligation

# (1) Guarantee recipients

As of March 31, 2018			As of S	eptember 30, 2	018
Guarantee	Guaranteed amount (Millions of yen)	Description of guaranteed obligation	Guarantee	Guaranteed amount (Millions of yen)	Description of guaranteed obligation
PT. Mitsubishi Motors Krama Yudha Sales Indonesia	7,396	Bank loans and others	PT. Mitsubishi Motors Krama Yudha Sales Indonesia	7,379	Bank loans and others
PCMA Rus, LLC	1,334	Bank loans and others	PCMA Rus, LLC	795	Bank loans and others
-	-	-	MMD Automobile GmbH	1,638	Bank loans and others
-	-	-	Other two companies	1,303	Bank loans and others
Employees	461	(Note)	Employees	434	(Note)
Other	44	Lease obligations and others	-	-	-
Total	9,237		Total	11,550	

(Note) Bank loans for "Employees' property accumulation residence fund," etc.

# (2) Retroactive obligation following liquidation of accounts receivable - trade

	(Millions of ye	
As of March 31, 2018	As of September 30, 2018	
441	672	

# Quarterly consolidated statement of cash flows

\* Reconciliation of cash and cash equivalents at the end of the second quarter and the amount recorded in quarterly consolidated balance sheet is as follows:

		(Millions of yen)
	FY2017	FY2018
	For the six months	For the six months
	ended September 30, 2017 ended September 30, 20 (from April 1, 2017 to (from April 1, 2018 to September 30, 2017) September 30, 2018)	
Cash and deposits	522,987	458,556
Time deposits with maturity over three months	(964)	(906)
Cash and cash equivalents	522,022	457,650

# Shareholders' equity

- I. For the six months ended September 30, 2017 (from April 1, 2017 to September 30, 2017)
  - 1. Dividend payment

Resolution	Class of shares	Total dividends (Millions of yen)	Dividend per share (Yen)	Record date	Effective date	Source of dividends
Ordinary General Meeting of Shareholders held on June 23, 2017	Common stock	7,450	5.0	March 31, 2017	June 26, 2017	Retained earnings

2. Dividends whose record dates are in the six months ended September 30, 2017 but whose effective dates are after the end of the second quarter ended September 30, 2017.

Resolution	Class of shares	Total dividends (Millions of yen)	Dividend per share (Yen)	Record date	Effective date	Source of dividends
Board of Directors Meeting held on November 7, 2017	Common stock	10,430	7.0	September 30, 2017	December 4, 2017	Retained earnings

- II. For the six months ended September 30, 2018 (from April 1, 2018 to September 30, 2018)
  - 1. Dividend payment

Resolution	Class of shares	Total dividends (Millions of yen)	Dividend per share (Yen)	Record date	Effective date	Source of dividends
Ordinary General Meeting of Shareholders held on June 22, 2018	Common stock	14,900	10.0	March 31, 2018	June 25, 2018	Retained earnings

2. Dividends whose record dates are in the six months ended September 30, 2018, but whose effective dates are after the end of the second quarter ended September 30, 2018.

Resolution	Class of shares	Total dividends (Millions of yen)	Dividend per share (Yen)	Record date	Effective date	Source of dividends
Board of Directors Meeting to be held on November 6, 2018	Common stock	14,883	10.0	September 30, 2018	December 4, 2018	Retained earnings

Segment information, etc.

#### [Segment information]

- I. For the six months ended September 30, 2017 (from April 1, 2017 to September 30,
- 1. The amounts of net sales and profits or losses by reportable segments

(Millions of yen)

					(I IIIIIOI 3 OI YCII)
	Automobile	Financial service	Total	Adjustment	Grand total (Note)
Net sales (1) External customers	947,678	1	947,678	-	947,678
(2) Intersegment sales	-	-	-	1	-
Total	947,678	ı	947,678	ı	947,678
Segment profit (loss)	44,215	ı	44,215	ı	44,215

(Note) The amount of segment profit (loss) matches the operating profit (loss) in the quarterly consolidated statement of income.

### Supplementary information about geographic information

1. Change in geographic information

For information about geographic information, please refer to "II. For the six months ended September 30, 2018, Supplementary information about geographic information, 1. Change in geographic information."

2. Net sales to external customers classified by the geographic location of the external customers

(Millions of yen)

	Japan	North America	Europe	Asia	Oceania	Other	Total
Net sales							
Net sales to external customers	160,364	147,429	176,051	260,625	113,854	89,353	947,678

Main countries and regions outside Japan are grouped as follows:

- (1) North America.....The United States, Puerto Rico
  (2) Europe......Germany, the United Kingdom, France, Italy, Russia
- (3) Asia.....Thailand, the Philippines, China, Indonesia
- (4) Oceania.....Australia, New Zealand
- (5) Other......Brazil, U.A.E.

3. Net sales and operating profit (loss) classified by the geographic location of MMC and its consolidated subsidiaries

(Millions of ven)

								(1-11111011	is or yerr)
	Japan	North America	Europe	Asia	Oceania	Other	Total	Adjust- ment	Grand total
Net sales									
(1) External customers	487,114	126,197	33,951	181,186	113,854	5,374	947,678	_	947,678
(2) Intersegment sales	296,413	4,303	2,109	217,662	18	ı	520,506	(520,506)	ı
Total	783,527	130,501	36,060	398,848	113,872	5,374	1,468,18 4	(520,506)	947,678
Operating profit (loss)	19,553	571	2,827	21,065	7,658	195	51,872	(7,656)	44,215

Main countries and regions outside Japan are grouped as follows:
(1) North America.....The United States, Puerto Rico

(2) Europe......The Netherlands, Russia
(3) Asia.....Thailand, the Philippines, Indonesia
(4) Oceania....Australia, New Zealand
(5) Other....U.A.E.

II. For the six months ended September 30, 2018 (from April 1, 2018 to September 30, 2018) Change in reportable segments

For the first quarter ended June 30, 2018, as a result of a review of the segmentation method after the conversion to a consolidated subsidiary of MMC Diamond Finance Corp., which operates a financial service business, the previous single reportable segment "automobile business" was changed to two segments, "automobile business" and "financial service business."

## 1. The amounts of net sales and profits or losses by reportable segments

(Millions of yen)

	Automobile	Financial service	Total	Adjustment (Note 1)	Grand total (Note 2)
Net sales					
(1) External customers	1,157,903	11,424	1,169,328	-	1,169,328
(2) Intersegment sales	1,760	200	1,960	(1,960)	-
Total	1,159,663	11,625	1,171,288	(1,960)	1,169,328
Segment profit (loss)	55,603	1,758	57,361	(496)	56,864

(Notes) 1. The adjustment resulted from eliminating transactions among segments.
2. The amount of segment profit (loss) matches the operating profit (loss) in the quarterly consolidated statement of income.

## Supplementary information about geographic information

1. Change in geographic information

National and regional groupings have been classified by "geographical proximity and mutual relevance of business activities." However, for the consistency with in-house management, Turkey and other 2 countries, which had been included in "Europe" until the previous fiscal year, India and other 5 countries, which had been included in "Asia" until the previous fiscal year, are reclassified in "Other" from the three months ended June 30, 2018.

Pursuant to this change, countries and regions are indicated based on revised classifications for the six months ended September 30, 2017 and the six months ended September 30, 2018.

#### 2. Net sales to external customers classified by the geographic location of the external customers

(Millions of yen)

	Japan	North America	Europe	Asia	Oceania	Other	Total
Net sales							
Net sales to external customers	193,242	186,184	234,792	306,582	113,944	134,582	1,169,328

Main countries and regions outside Japan are grouped as follows: (Note)

- (1) North America.....The United States, Puerto Rico
  (2) Europe......Germany, the United Kingdom, Italy, Russia
- (3) Asia.....Thailand, the Philippines, China, Indonesia
- (4) Oceania.....Australia, New Zealand
- (5) Other.....Brazil, U.A.E.

3. Net sales and operating profit (loss) classified by the geographic location of MMC and its consolidated subsidiaries

(	Mil	lions	of v	ven)

								(	15 01 9 011)
	Japan	North America	Europe	Asia	Oceania	Other	Total	Adjust- ment	Grand total
Net sales									
(1) External customers	595,567	175,484	58,954	220,313	113,942	5,065	1,169,32 8	_	1,169,32 8
(2) Intersegment sales	382,283	3,540	1,443	254,093	11	-	641,372	(641,372)	-
Total	977,850	179,024	60,398	474,406	113,954	5,065	1,810,70 0	(641,372)	1,169,32 8
Operating profit (loss)	3,806	4,144	3,948	37,261	7,842	270	57,272	(408)	56,864

Main countries and regions outside Japan are grouped as follows:
(1) North America......The United States, Puerto Rico
(2) Europe.....The Netherlands, Russia
(3) Asia....Thailand, the Philippines, Indonesia
(4) Oceania...Australia, New Zealand
(5) Other....U.A.E. (Note)

#### Per share information

The basis of calculation for basic earnings (loss) per share and the basis of calculation for diluted earnings per share are as follows:

	For the six months ended September 30, 2017 (from April 1, 2017 to September 30, 2017)	For the six months ended September 30, 2018 (from April 1, 2018 to September 30, 2018)
(1) Basic earnings (loss) per share (Yen)	32.47	34.83
Basis of calculation		
Profit (loss) attributable to owners of parent (Millions of yen)	48,386	51,857
Amounts not applicable to shareholders of common stock (Millions of yen)	-	-
Profit (loss) attributable to owners of parent pertaining to common stock (Millions of yen)	48,386	51,857
Average number of shares of common stock outstanding during the period (Thousands of shares)	1,490,060	1,488,940
(2) Diluted earnings per share (Yen)	32.47	34.80
Basis of calculation		
Profit attributable to owners of parent (Millions of yen)	-	-
Increase in number of shares of common stock (Thousands of shares)	336	1,122
Outline of potential shares which were not included in the calculation of the diluted earnings per share due to no dilutive effects, and which had material changes after the end of the previous fiscal year	-	-

Subsequent events after reporting period

Not applicable.

#### 2. Others

At the Board of Directors Meeting held on November 6, 2018, the following details concerning the interim dividend for FY2018 were resolved.

(1) Total amount of the interim dividend 14,883 million yen

(2) Dividend per share 10.00 yen

(3) Effective date and starting date of dividend payments December 4, 2018

(Note) The payments will be made to shareholders or registered pledgees of shares whose names are written or recorded in the final shareholders register as of September 30, 2018.

B. Information on g	uarantors for t	he Company
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Not applicable.

#### **Independent Auditor's Quarterly Review Report**

(English Translation)

November 9, 2018

The Board of Directors

Mitsubishi Motors Corporation

Ernst & Young ShinNihon LLC

Yoji Murohashi Designated and Engagement Partner Certified Public Accountant

Tomohiro Mizuno Designated and Engagement Partner Certified Public Accountant

Takeshi Saida Designated and Engagement Partner Certified Public Accountant

Taichi Muto Designated and Engagement Partner Certified Public Accountant

We have reviewed, pursuant to the provisions of Article 193-2, paragraph 1 of the Financial Instruments and Exchange Act of Japan, the quarterly consolidated financial statements included in "Financial Information," which consist of the quarterly consolidated balance sheet, quarterly consolidated statement of income, quarterly consolidated statement of cash flows and notes thereto of Mitsubishi Motors Corporation ("MMC") for the second quarter ended September 30, 2018 (July 1, 2018 through September 30, 2018) and the six months ended September 30, 2018 (April 1, 2018 through September 30, 2018).

#### Management's Responsibility for the Quarterly Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the quarterly consolidated financial statements in accordance with accounting principles for quarterly consolidated financial statements generally accepted in Japan, and for designing and operating such internal control as management determines is necessary to enable the preparation and fair presentation of the quarterly consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express a conclusion on these quarterly consolidated financial statements independently based on our review. We conducted our review in accordance with the quarterly review standards generally accepted in Japan.

A quarterly review consists principally of making inquiries, primarily of management and persons responsible for financial and accounting matters, and applying analytical procedures and other quarterly review procedures. Quarterly review procedures are more limited in scope compared with an annual audit conducted in accordance with auditing standards generally accepted in Japan.

We believe that we have obtained evidence to form the basis for the statements of conclusion.

#### Auditor's Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the quarterly consolidated financial statements referred to above do not present fairly, in all material respects, the financial position of MMC and its consolidated subsidiaries as of September 30, 2018, the results of their operations and their cash flows for the sixmonth period then ended in conformity with accounting principles for quarterly consolidated financial statements generally accepted in Japan.

### Conflict of Interest

We have no interest in or relationship with MMC which is required to be disclosed pursuant to the provisions of the Certified Public Accountant Act of Japan.

(Notes) 1. The English translation has no legal force and is provided for convenience only.

- 2. The document presented above is a digitized copy of the original version of the Independent Auditor's Quarterly Review Report. The original report is kept separately by MMC (the filing company of the Quarterly Securities Report).
- 3. XBRL data is not included in the scope of the quarterly review.

# [Cover page]

Document title: Confirmation Letter ("Kakuninsho")

Clause of stipulation: Article 24-4-8, paragraph 1 of the Financial Instruments and

Exchange Act

Place of filing: Director-General of the Kanto Local Finance Bureau

Filing date: November 9, 2018

Company name: 三菱自動車工業株式会社 (Mitsubishi Jidosha Kogyo Kabushiki

Kaisha)

Company name in

English:

MITSUBISHI MOTORS CORPORATION

Title and name of

representative:

Osamu Masuko, Member of the Board and CEO

Title and name of chief

financial officer:

Koji Ikeya, Executive Vice President, CFO

Address of registered

headquarters:

5-33-8, Shiba, Minato-ku, Tokyo, Japan

Place for public inspectior Tokyo Stock Exchange, Inc.

2-1, Nihonbashi Kabutocho, Chuo-ku, Tokyo, Japan

# 1. Appropriateness of the descriptions in this Quarterly Securities Report

Osamu Masuko, Member of the Board and CEO, and Koji Ikeya, Chief Financial Officer of Mitsubishi Motors Corporation, have confirmed that this quarterly securities report for the second quarter of FY2018 (July 1, 2018 through September 30, 2018) is reasonably and fairly stated in accordance with the Financial Instruments and Exchange Act and related regulations.

# 2. Special notes

There are no noteworthy matters that are pertinent to this quarterly securities report.